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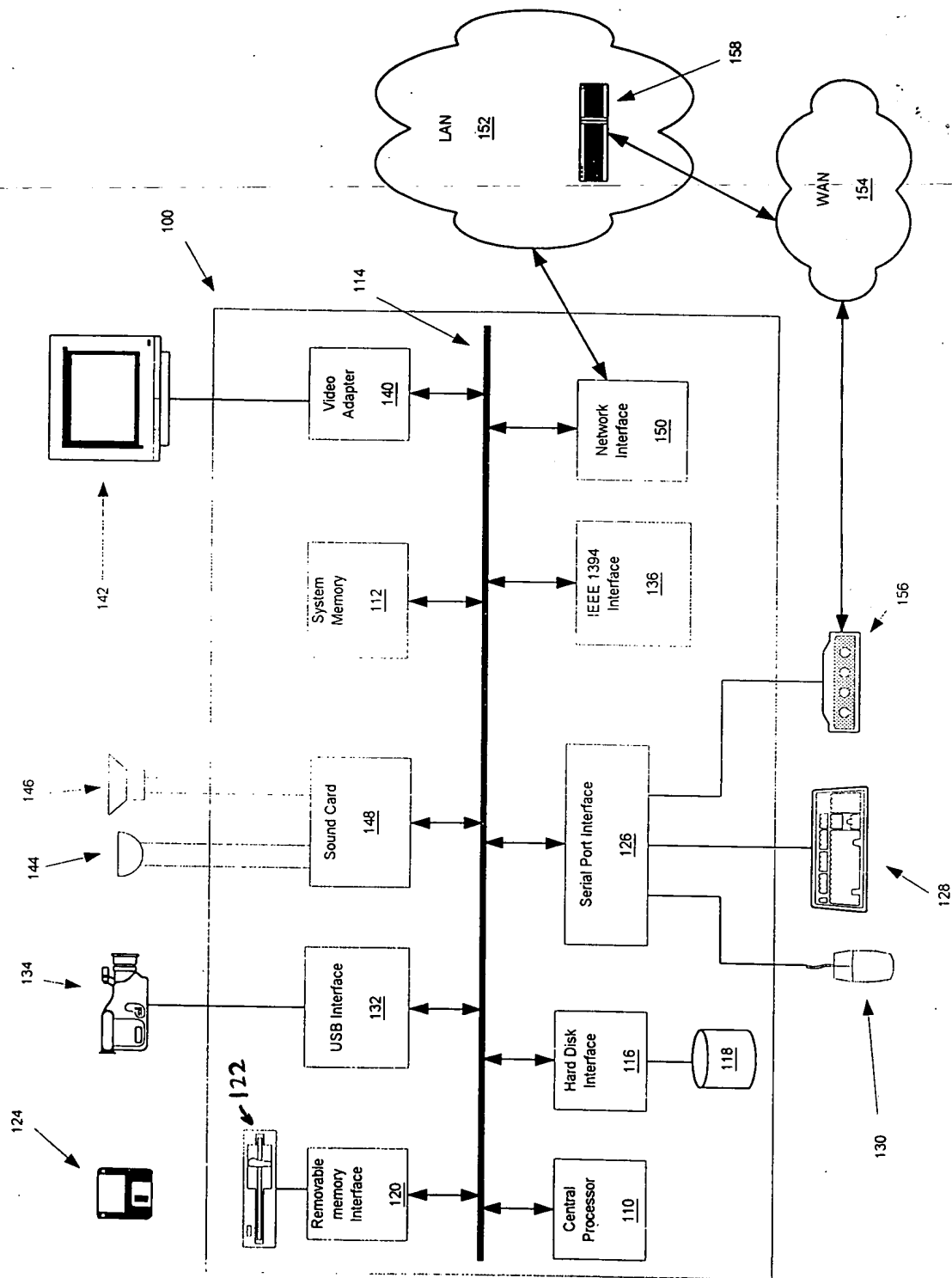


Figure 1
 (Prior Art)

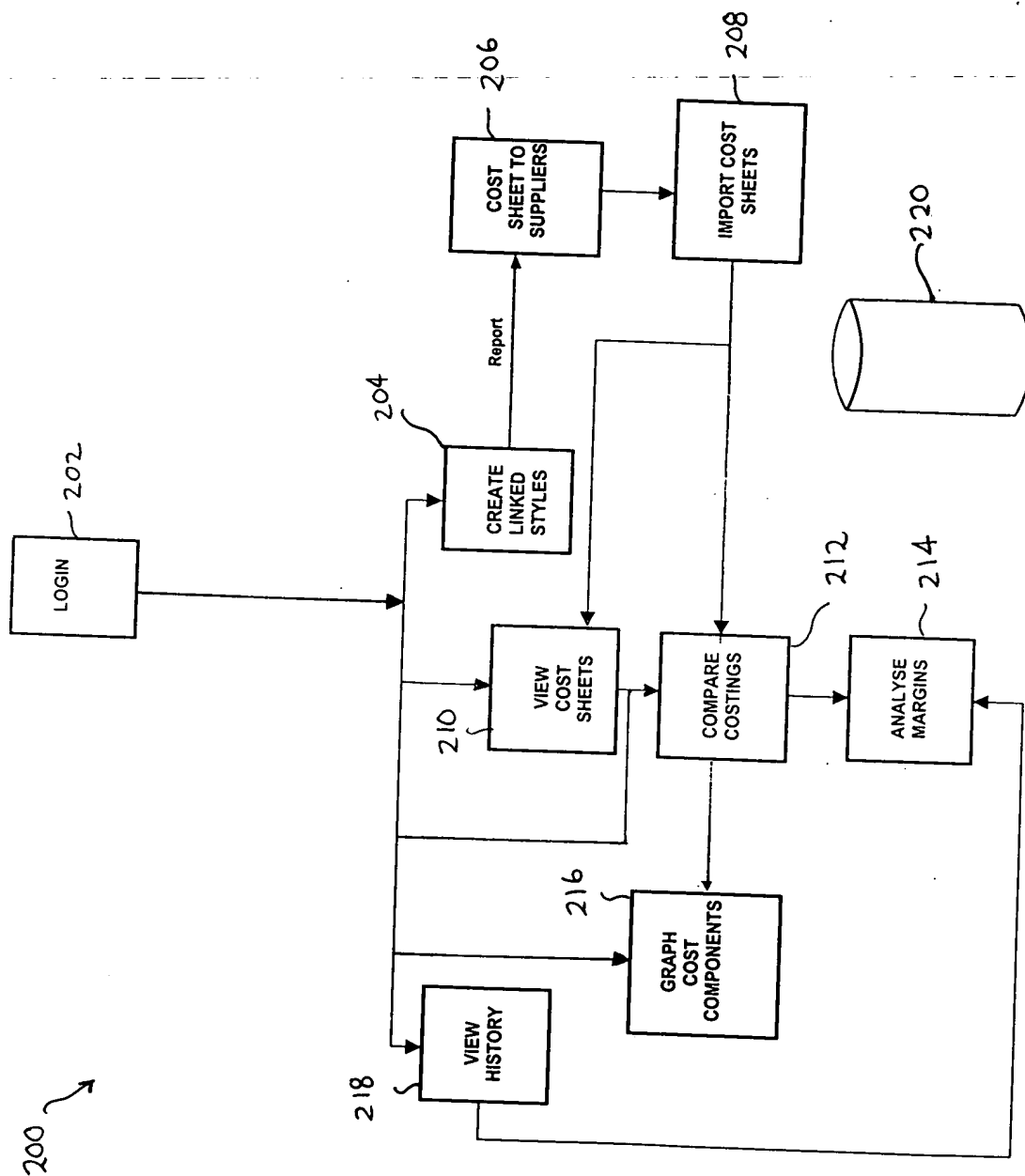


FIG. 2

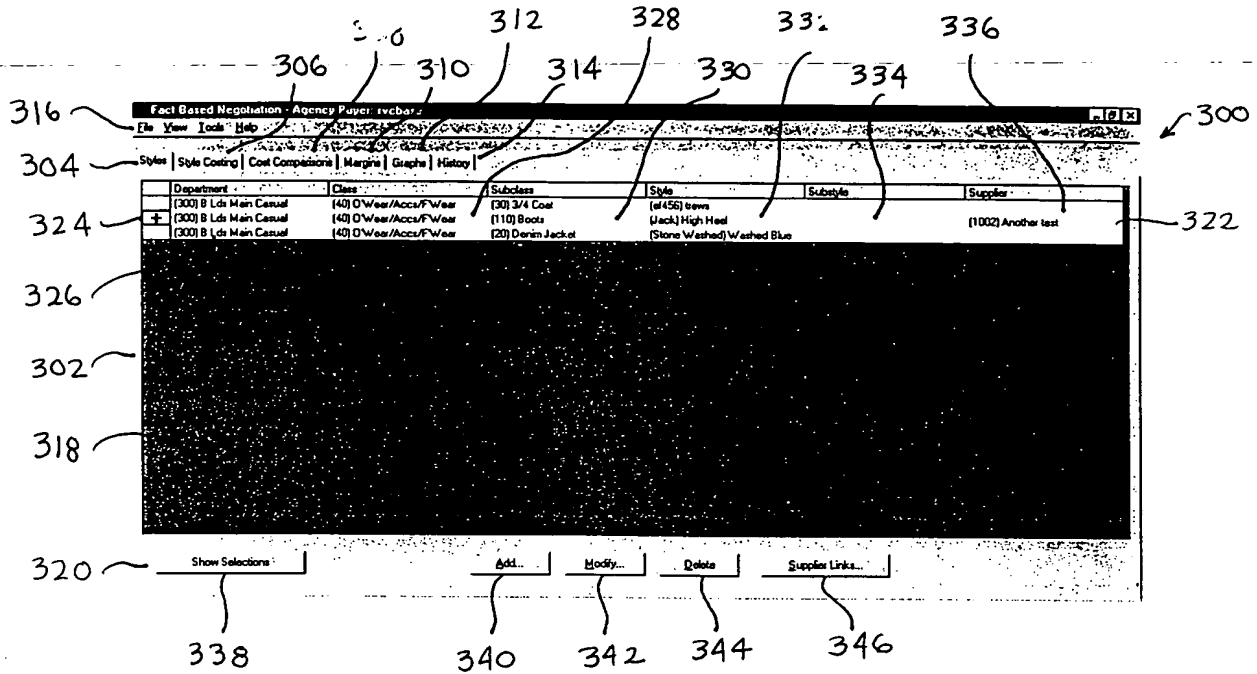


FIG. 3

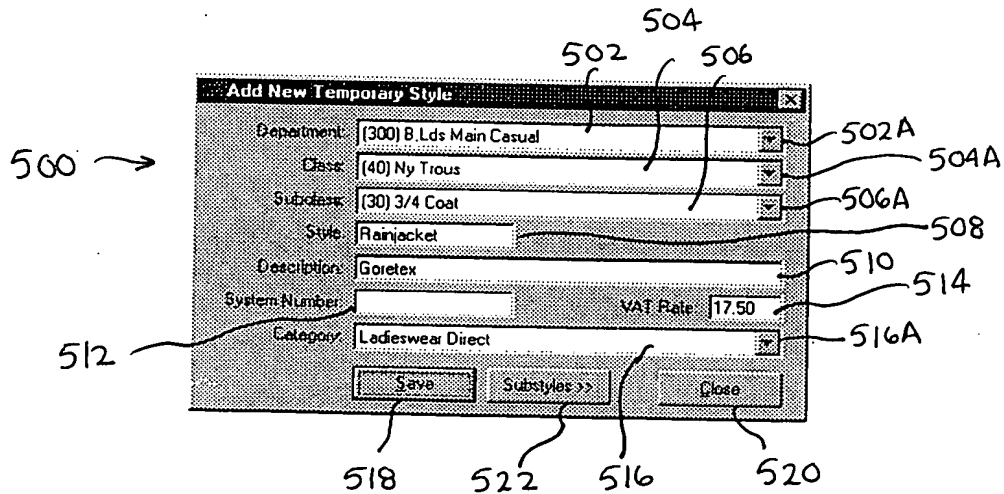


FIG. 5

400 →

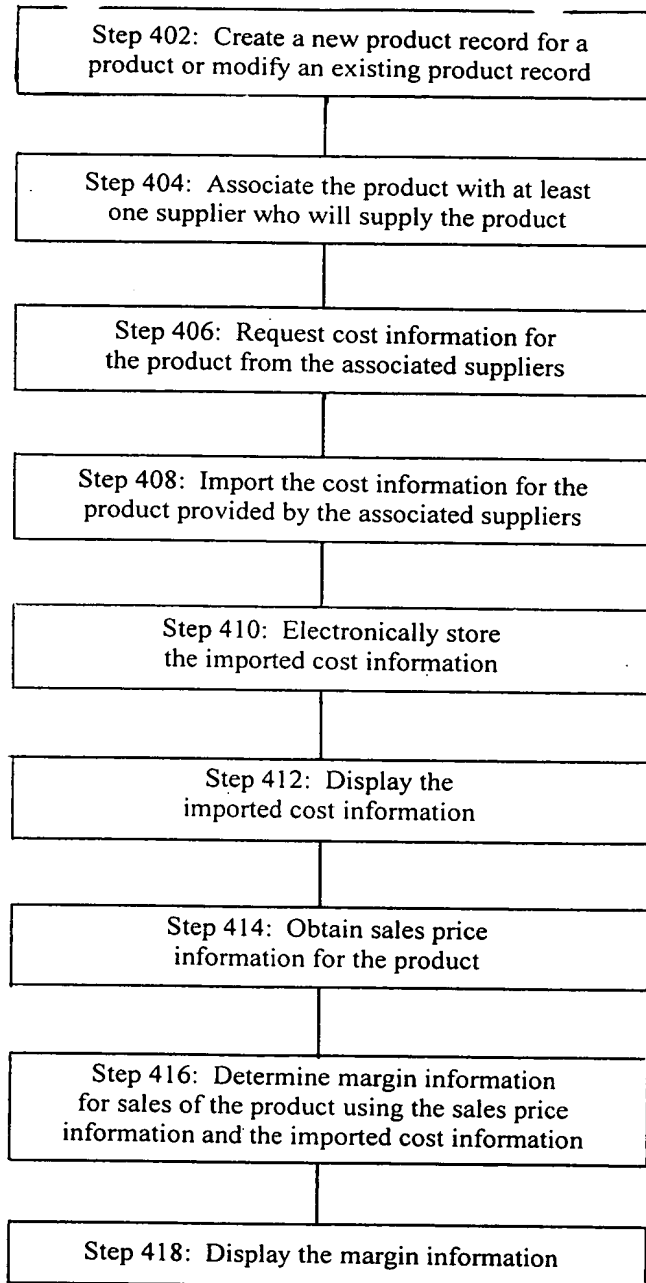


FIG. 4

Add New Temporary Style

Department: [300] B L de Main Casual
Class: [40] Np Trous
Subclass: [30] 3/4 Coat
Style: [1544]
Description: Reversible
System Number: VAT Rate: 17.50
Category: Ladieswear Direct
Substyle Code: Substyle >>
Existing Substyles:
Substyle Code: VAT Rate: 17.50
Description:
Save Remove Close

FIG. 6

Modify Temporary Style

Department: [300] B L de Main Casual
Class: [40] Np Trous
Subclass: [30] 3/4 Coat
Style: Harjecket
Description: Goretex
System Number: 0 VAT Rate: 1.00
Category: Ladieswear Direct
Save Substyles >> Close

FIG. 7

Link Substyle with Suppliers

Temporary Style

Department: (220) Jerseywear Leisurewear System Number: 0
Class: (50) Sleeveless Subclass: (10) Vests
Style: (77777) any Substyle:

Suppliers:

Supplier: (1008) ACME CO. Linked Suppliers

Factory: (1) Main

Country:

Currency:

Rate: 1.00

Shipment Method:

Payment Terms:

Add Remove

Close

800 802 804 806 808 810 812 814 816 818 820 822 824 826

FIG. 8

Mail

Mail Inbox

Time Received	Sender	Subject
22/08/2000 15:03:28	Malone, Maria	UNTITLED.PPT
23/08/2000 14:16:26	Business Information Service	Here's £175 reasons why you should open an ILA"
23/08/2000 14:36:40	James, Andy	FW: ISBM issues
23/08/2000 14:37:31	James, Andy	FW: ISBM issues 22-08-00
23/08/2000 14:40:45	PC Remote Software Management	***URGENT ANTI-VIRUS SOFTWARE UPDATE TO YQ
23/08/2000 19:08:36	Darwins, Avis	TVR Enhancements required pre SS2002
24/08/2000 12:25:50	PC Remote Software Management	***URGENT - ANTI-VIRUS SOFTWARE UPDATE POS
29/08/2000 13:58:17	Stoker, Martin	urgent

Extract Attachment Properties Import All & Close Cancel

Inbox Directory Contents

1000 1002 1004 1006

FIG. 10

900

902

904

906

Acme Retail Limited					
Cost Sheet - Clothing Direct Basic					
Supplier	KIDZBIZ FAR EAST LTD				
Factory					
Country					
Payment Terms Percent	9				
Currency					
Shipment Method	Sea				
Product Description	Curtain Hooks				
Supplier Product Reference					
Acme Product Reference	789				
	Sterling			US Dollar	
Total Fabric / Yarn Cost		£0.00			0.00
Product Packaging Total Cost		£0.00			0.00
Labour		£0.00			0.00
Margin (Including Overheads)		£0.00			0.00
Total Ex Factory Cost		£0.00			0.00
NII Returns Discount		£0.00			0.00
U/C Charges		£0.00			0.00
Settlement Discount		£0.00			0.00
UK Distribution		£0.00			0.00
Contract Price		£0.00			0.00
For ACME Use Only:					
Freight and Insurance		£0.00			0.00
Import Duty		£0.00			0.00
Reprocessing		£0.00			0.00
Office Charge or Agents Commission		£0.00			0.00
Final Cost Price Landed Duty Paid		£0.00			0.00
Ref: 1370/10/50/320					

FIG. 9

Fact Based Negotiation - Agency Version

File View Tools Help

1100 → Styles | **Style Costing** | Cost Comparisons | Margins | Graphs | History

1102 (EF12) (B249) ABC CO. << Previous Next >>

1106 Category Jersey/Wear

1104 Shipping Land Country United Kingdom

1108 Currency and Exchange Rate UK Pound 1.65 Payment Terms 9%

1110 Supplier Reference System Number 0

1114

1118

Cost Component	Value (Sterling)	Dollars
Fabric/Yarn Composition	TC 70/30	
Fabric Type	flat bk rib	
Fabric Weight		
Price of Fabric		
Utilisation	£1.82	3.00
Total Fabric Cost	1.23	
Trimming	£2.24	3.70
Packaging - Product	£0.18	0.30
Labour	£0.00	0.00
Finance Charges	£1.03	1.70
Margin (Including Overheads)	£0.16	0.26
Settlement Discount Percent	£0.16	0.26
Nil Returns Discount	£0.33	0.54
LC Charges	£0.08	0.13
Freight and Insurance	£0.00	0.00
Import Duty	£0.08	0.13
	£0.54	0.89

Total Ex-Factory Cost Price: £3.77 (6.22 Dollars)
Total Contract Cost Price: £4.18 (6.90 Dollars)
Final Cost Price: £4.60

Selling Price: £12.14 Volume: 55 (Factory Change)

Margin: 39.54%

1126 1128 1124

FIG. 11

Fact Based Negotiation - Agency Version

File View Tools Help

1200 → Styles | **Style Costing** | Cost Comparisons | Margins | Graphs | History

ACME CO. ABC CO.

Cost Component	Value (Sterling)	Dollars
Fabric/Yarn Composition	TC 70/30	
Fabric Type	flat bk rib	
Fabric Weight		
Price of Fabric	£1.82	£0.00
Utilisation	1.23	0
Total Fabric Cost	£2.24	£0.00
Trimming	£0.18	£0.00
Packaging - Product	£0.00	£0.00
Labour	£1.03	£0.00
Finance Charges	£0.16	£0.00
Margin (Including Overheads)	£0.16	£0.00
Settlement Discount Percent	£0.33	£0.00
Nil Returns Discount	£0.08	£0.00
LC Charges	£0.00	£0.00
Freight and Insurance	£0.08	£0.00
Import Duty	£0.54	£0.00
Final Cost Price	£4.60	£4.60

EF12

1202

FIG. 12

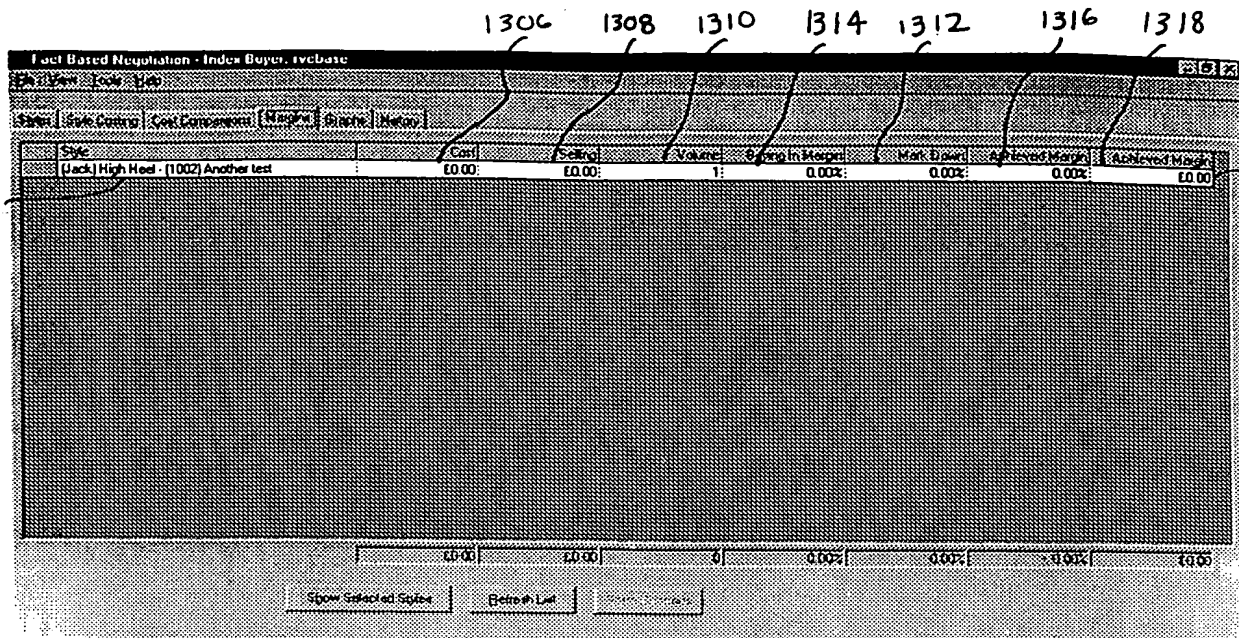


FIG. 13

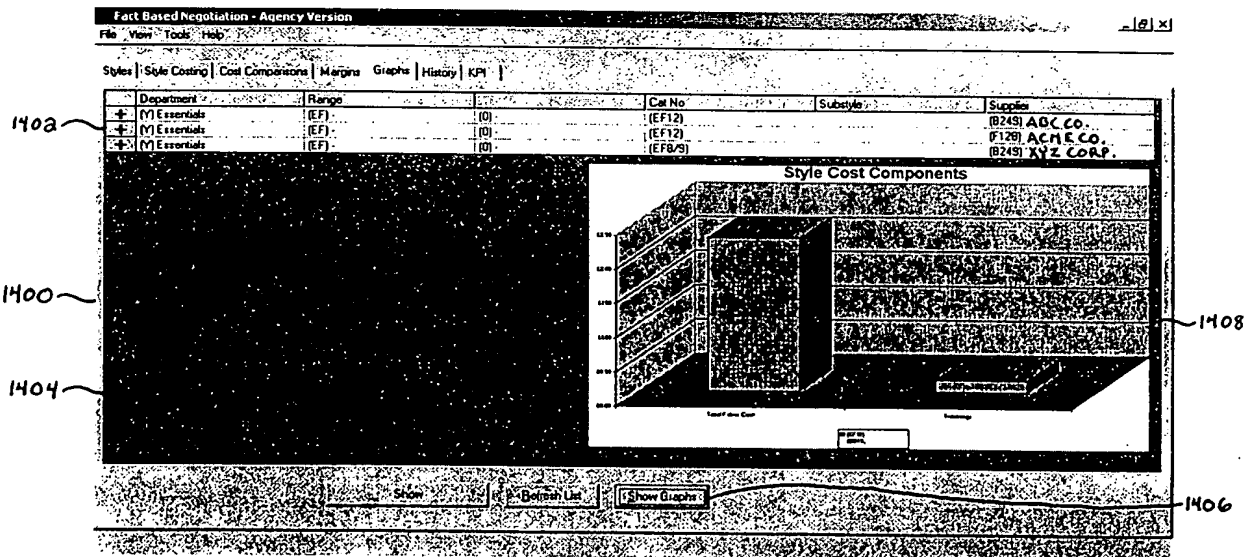


FIG. 14

1502A

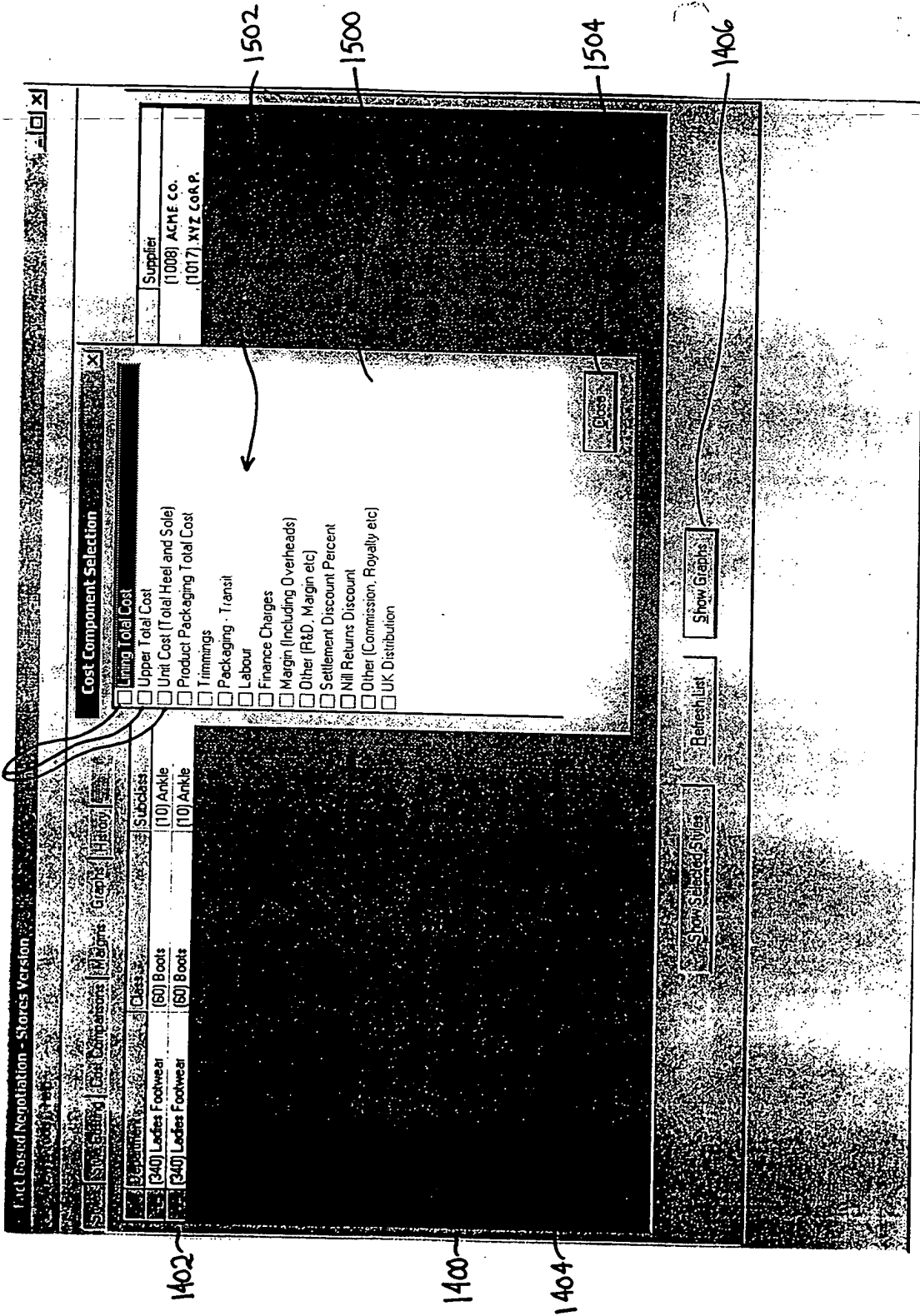


FIG. 15

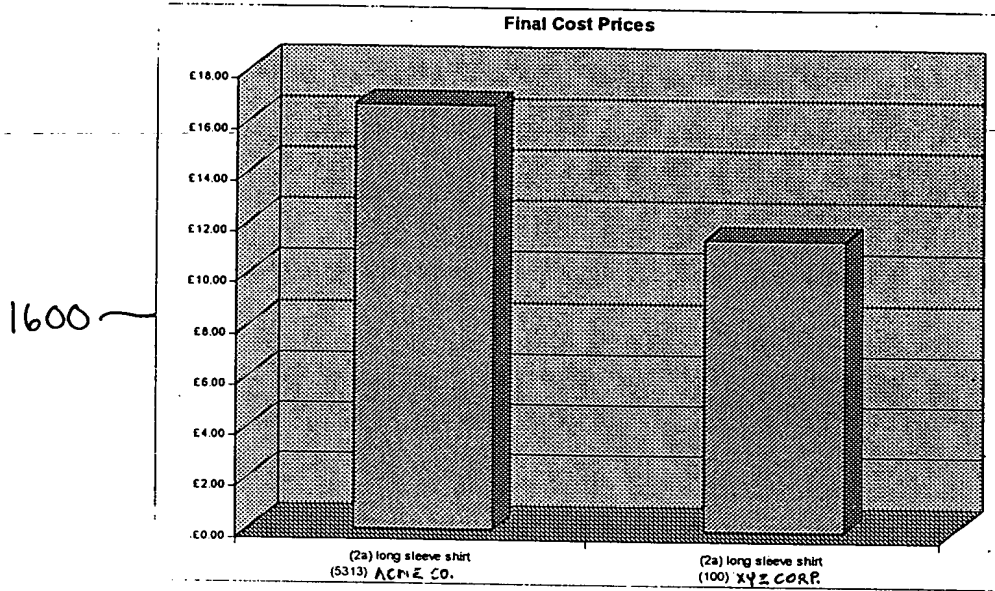


FIG. 16

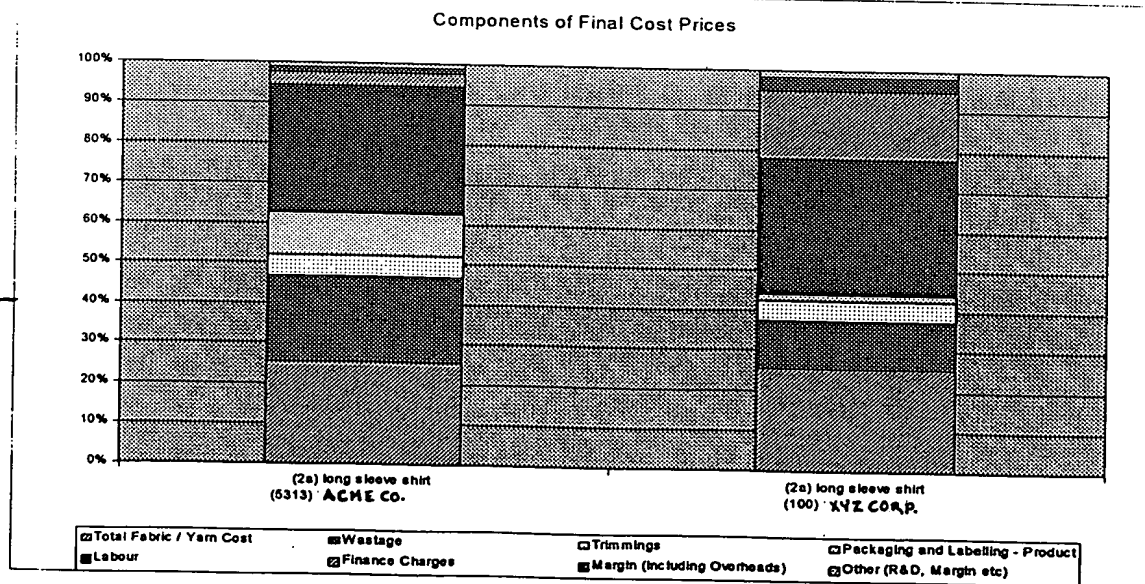


FIG. 17

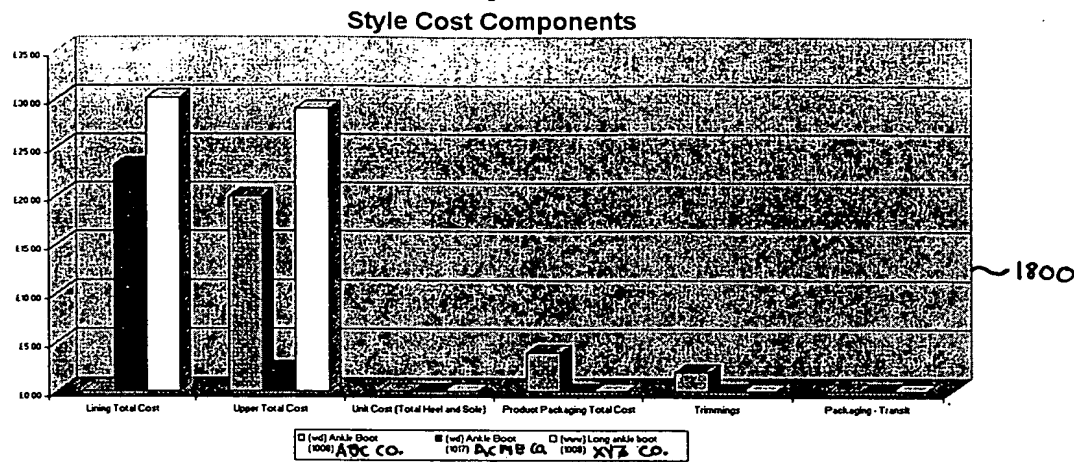


FIG. 18

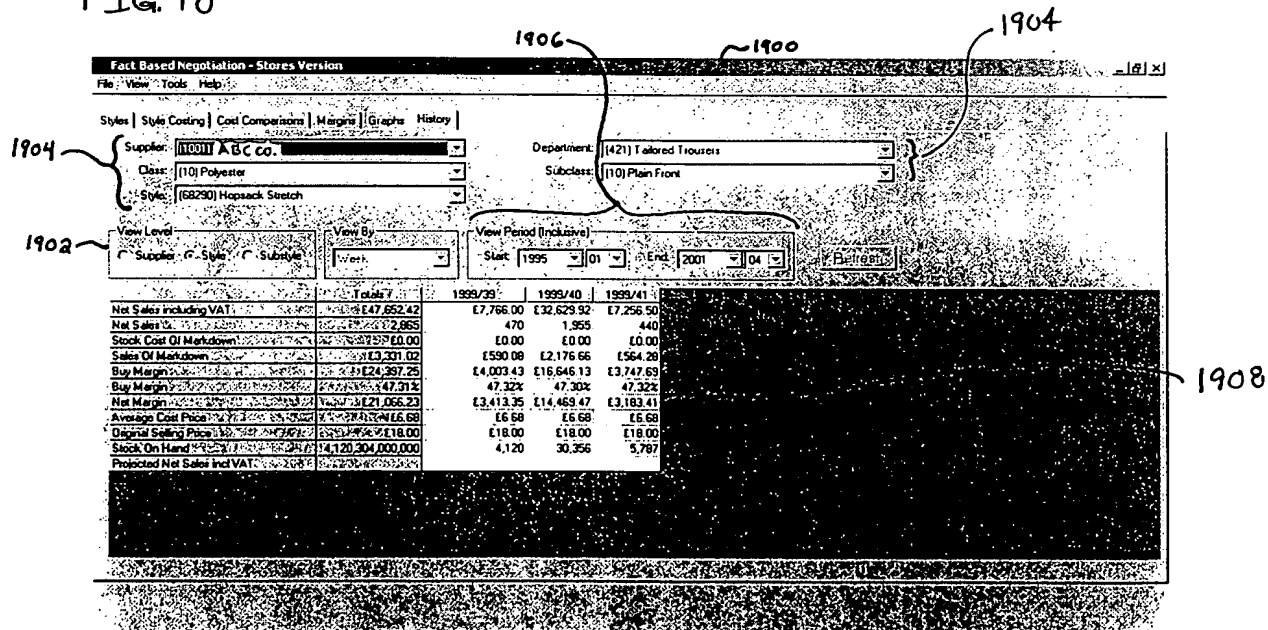


FIG. 19